

Message Text

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54

ORIGIN EB-07

INFO OCT-01 ARA-06 ISO-00 PM-04 CIAE-00 INR-07 NSAE-00

COME-00 DODE-00 MC-02 /027 R

DRAFTED BY EB/OA/AVP:JGORDON:JO

APPROVED BY EB/OA/AVP:AJWHITE

ARA/AND - TWSONANDRES

PM/SAS:RPTITUS (SUBS)

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R 272226Z OCT 76

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

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PROPRIETARY INFORMATION-ALLEGHENY AIRLINES

E.O. 11652: N/A

TAGS: EAIR, BEXP, VE

SUBJECT: CIVAIR - POSSIBLE SALE OF ALLEGHENY CONVAIRS
TO VENEZUELAN NAVY

1. ALLEGHENY AIRLINES HAS PROPOSAL PENDING TO SELL
CONVAIR 580 AIRCRAFT TO VENEZUELAN NAVY. AFTER FEBRUARY
VISIT TO CARACAS BY SALES REP WILLIAM KINGSTON, VEN
NAVY SENT CAPTS. JOSE R. SIERRA J. AND HECTOR CASTILLO C.
TO PITTSBURGH. SIERRA AND CASTILLO SAW ALLEGHENY
FACILITIES, OPERATIONS, AND THE AIRCRAFT, AND GAVE
ALLEGHENY SPECIFICATIONS OF DESIRED AIRCRAFT. ALLEGHENY
SUBMITTED A PROPOSAL TO SELL AT SPECIFIC PRICES AT THAT
TIME, AND LATER GRANTED EXTENSION IN RESPONSE TO REQUEST
FROM VEN NAVY'S CHIEF OF LOGISTICS, CAPT. CIPRIANO
SALAZAR ACQUINO. ALLEGHENY FEELS NAVY IS SERIOUS
CUSTOMER, BUT HAS HAD NO RECENT WORD.

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2. DEPT WOULD APPRECIATE EMBASSY MAKING DISCREET

INQUIRIES AS TO VENEZUELAN NAVY'S PRESENT PLANS REGARDING
POSSIBLE PURCHASE. ALLEGHENY REP KINGSTON FEELS NAVAL
ATTACHE MAY BE APPROPRIATE CHANNEL, SUBJECT TO EMBASSY'S
OWN ANALYSIS OF HOW TO APPROACH DELICATE ARRANGEMENTS.
KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AIRCRAFT SALES, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 27 OCT 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: coburnhl
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE265293
Document Source: CORE
Document Unique ID: 00
Drafter: JKGORDON:JO
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760402-0758
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761012/aaaaajps.tel
Line Count: 66
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: coburnhl
Review Comment: n/a
Review Content Flags:
Review Date: 20 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 JUL 2004 by ShawDG>; APPROVED <01 NOV 2004 by coburnhl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR - POSSIBLE SALE OF ALLEGHENY CONVAIRS TO VENEZUELAN NAVY
TAGS: EAIR, BEXP, VE, ALLEGHENY AIRLINES
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006